

New Hampshire

Builder+ Architect®

A BUSINESS MANAGEMENT MAGAZINE FOR BUILDERS AND ARCHITECTS

FOURNIER BUILDERS LLC

A Proud Tradition of
Premier Quality





A custom home with a prominent stone chimney and large Pella windows, illuminated at night. The house features a gabled roof with a skylight and a small porch area. The interior lights are on, and the exterior is lit with warm, yellow lights. The house is surrounded by a lush green lawn and a well-manicured garden with various plants and flowers. A small gazebo is visible in the background.

Fournier Builders LLC

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The shoreline leading to this Fournier Builders custom home is one of the most beautiful stretches of waterfront on Lake Winnepesaukee, NH. The 3,200-square-foot craftsman home features Pella windows.

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Custom detail and quality craftsmanship go into every Fournier Builders home.

TO DISCERNING CUSTOMERS
IN southern New Hampshire, pride of owning the ultimate customized residence is the motivation behind choosing the premier services of Fournier Builders LLC. Company owner Mike Fournier says pride of craftsmanship is the driving force behind his consummate success story.

“Whether it’s a renovation, an addition or a complete new home project, I never get tired of standing back, looking at the finished product and feeling proud of how we have helped someone live a better life,” Fournier says. “Our entire team stands for respecting our clients’ wishes, needs and property by providing quality work at a fair price so they, in turn, gain a mutual respect for us as a company they can count on.”

That esteem is born from the willingness







Floor-to-ceiling Pella windows allow the homeowners to enjoy natural light and lake views.



of many former clients to show their finished homes to friends, thus creating a steady stream of referrals and an even deeper sense of professional accomplishment for the builder. Other business emanates from recommendations by accomplished architects and designers, upon whom Fournier relies to attain optimal results for every customer.

Fournier received a coarsely realistic orientation of the construction industry by first working with his future father-in-law, a builder, during summers in high school.

"I learned all the essentials right on the job site, from framing and masonry to finish work and roofing, much of the time by using basic hand tools," he recalls.

From there, Fournier set out on his own, performing small remodeling jobs until an industry slow-down prompted him to join a large, commercial construction company, where he gained further building knowledge in a 10-year stint as construction superintendent.

"Then, when the economy picked up, I took the opportunity to start a new business involving additions, renovations and, eventually, custom homes," Fournier says.

Listening to customers and incorporating their ideas along with those of the



architects and Fournier himself is critical to the success the builder continues to enjoy in accommodating even the most meticulous homeowners. With a “marketing program” based solely on referrals and void of advertising, Fournier depends on the formation of relationships with each client.

“Because we focus on only one major project at a time while keeping the client constantly involved,” Fournier says, “we are able to bond with our homeowners to forge a friendly working relationship that translates into a more enjoyable experience for them, which is our top priority.”

Now in his 33rd year leading Fournier Builders of Goffstown, the builder has a commitment to customer satisfaction that is brilliantly displayed in this issue’s highlighted home — a large, craftsman house with contemporary overtones, sited on the picturesque “Golden Shore” of Lake Winnepesaukee in Moultonborough. Fournier and his loyal architects and subcontractors built the 3,200-square-foot masterpiece, which houses an additional 600 square feet of unfinished space for future use, 10 years ago. According to Fournier, the home proved particularly valuable in garnering his reputation as a fine custom builder in an imposing waterfront environment.

“The homeowners loved the home so much, they would tell others in the area about our capabilities and their satisfaction,” Fournier says. “This led to several additions, renovations and new home projects on Lake Winnepesaukee.”

The home presented its own set of challenges, such as an unusually narrow home site, a winter weather construction timeframe and some customization features. A natural stone entrance leads to a custom front door enhanced with stained glass. The rustic red birch stairs are a product of the collective ideas put forth by a stair craftsman, the homeowners and Fournier himself. An atypically positioned, floor-to-ceiling, corner fireplace in the living room was beautifully adorned with customized shelving and lighting to form the centerpiece of the lower level. The dining area features a barrel-type ceiling, also boasting enchanting lighting elements. An avid fly fisherman, the home’s man of the house yearned for a quiet space where he could tie his own flies. Fournier responded by converting an unused space upstairs into something of a tackle shop.



Fournier Builders crafted this custom bar.



◀ The homeowners can relax in this cozy sunroom, which is nestled in trees and overlooks the lake.

▼ A personal boat dock and complete privacy is another reason to build your dream home or live in this home, which the homeowners have listed for sale so they can build another home with Fournier Builders and architect David W. Tetreault right down the coast.



Adhering to the homeowner's wishes, top-of-the-line Pella windows were installed to seal out the harsh, winter lakefront winds.

"One of the homeowners was so adamant about the tightness of the windows that she would go around the house with a lighter looking for a flickering flame to reveal wind seepage," Fournier says with a smile. "Fortunately, there never was any. In fact, she still talks about those windows to this day."

The homeowner, Rose Marie, further applauds the builder's efforts with a powerful synopsis of his accomplishment: "The best thing a homeowner can say about his or her builder is, 'Yes, we would do it again.' After 10 years of living in a trouble-free home built by Mike Fournier and his team, we are ready to downsize and have Mike build our next home. Our first experience with him was *that* good. His great organization of subcontractors, attention to detail and passion for fine finish work made building our custom home enjoyable. Yes, we *will* do it again."



Relax on the deck and feel the breeze from the lake.



Builder: Fournier Builders |
Architect: McHenry Architecture |
Project manager: Jeff Demers





Warm and inviting, this home built by Fournier Builders shows how diversified a builder Mike Fournier is.



Custom-built cabinetry by Above Board Woodworks

Fournier Builders demonstrates a profound respect not only for its customers, but also for their properties and the job site itself.

“After repairing a client’s roofing problem, which entailed ceiling and drywall replacement along with our usual job

site protection and clean-up procedures, I thought our work had ended,” Fournier explains. “But I was later called back by one of the homeowners, who was so impressed by the job and the condition in which we left the site that she wanted us to build their next house. I remember

her telling me, ‘The reason I called you is because I couldn’t even tell you did the repair job just by looking at it because the place was so clean!’”

That next house would be a teardown project in the quaint coastal town of Rye. Fournier worked closely with designer Jeff Demers to create a befittingly beachy look to complement the home’s marine setting. As usual, aesthetically pleasing and functionally effective customization reigned.

“We made the most of the limited ocean view by building a nice deck between the guest bedroom and TV room, which embellished the home’s location just as the homeowners had hoped,” Fournier says.

Inside, a spiral staircase mimicking the pre-teardown original — which the homeowners liked — was seamlessly integrated. A shower with custom, glass tiles and a stone base brought New England coastal living to life. The spectacular new kitchen, master bedroom and guest room feature the finest custom cabinetry and closets crafted expressly for the project’s shore-loving clients.

“The homeowners were very happy, and our entire crew was very proud of what we accomplished in this project,” Fournier says.



Kitchen cabinetry by Above Board Woodworks





This comfortable family room features a custom, built-in sound system and fireplace.



Spiral stairs lead to the second level, where bedrooms, bathrooms and a bar area are located.



Master bedroom





Custom built-in cabinetry by Above Board Woodworks

Quaint powder room



The second level connecting the bedrooms also provides a relaxing place to enjoy ocean views.



Builder: Fournier Builders | Architect: Northeast Design Group, PA | Interior designer: Marcia Cotter, Decorative Interiors

This lakeside renovation in Laconia included raising the roof, adding a sunroom, renovating the kitchen and living room, and adding a beautiful patio.

Another lakeside home included a lot of renovation and raising the roof for the homeowners.

“Mike easily created beautiful wood details from my quick sketches,” says Marcia Cotter of Decorative Interiors. “He and his crew are masters at making a design pattern a reality.”

The trade personnel employed by Fournier Builders average 15 or more years experience working on projects of all kinds, including large, purpose-specific, custom barns.

“Our subs have been with us so long and worked on so many different projects



The inspiration for the design of the fireplace was the kitchen cabinets, continuing the modified mission style. Marcia Cotter of Decorative Interiors helped facilitate the vision of the homeowner and his children's families into a cohesive design for all to enjoy. Below: Custom cabinetry in the renovated great room keeps with the style of the house built by Mike Fournier.



Custom cabinetry by Fournier Builders



The homeowner, interior designer Marcia Cotter and builder Mike Fournier collaborated to make the kitchen a place for all the family. Cabinetry by Crown Point Cabinetry





Fournier Builders LLC



that it has become easy for them to adapt to whatever challenges they may face. Concrete one day, finish work the next,” states Fournier. “I am especially proud of the trust and respect our clients have for our crew. The customers know them, and they know the

customers. It is truly an ideal situation for everyone involved.”

Not surprisingly, Fournier Builders is a family affair — Fournier’s wife, Gisele, is the firm’s “master organizer.” Fournier Builders is a member of the Home Builders &

Remodelers Association of New Hampshire.

For more information about Fournier Builders, call (603) 622-3773 (office), email mike@fournierbuilders.com or gisele@fournierbuilders.com, or visit www.fournierbuilders.com. ■